

Item # _____

Prepared by: Richard S. Copeland

Commissioner: Deidre Malone

Approved by: Mary Bright
County Attorney

A RESOLUTION APPROVING AN AGREEMENT IN THE AMOUNT OF \$175,000 BY AND BETWEEN MEMPHIS AND SHELBY COUNTY GOVERNMENT AND THE MEMPHIS REGIONAL CHAMBER OF COMMERCE FOR THE PURPOSE OF FACILITATING ECONOMIC DEVELOPMENT IN MEMPHIS AND SHELBY COUNTY. THIS ITEM REQUIRES THE EXPENDITURE OF ECONOMIC DEVELOPMENT GRANT FUNDS IN THE AMOUNT OF \$175,000. SPONSORED BY COMMISSIONER DEIDRE MALONE

WHEREAS, The City and County desire to facilitate Economic Development in Memphis and Shelby County; and

WHEREAS, It is in the best interest of Memphis and Shelby County to continue the tasks originally outlined in the Memphis 2005 Economic Development Strategic Plan and components of the new economic development initiative, Memphis ED; and

WHEREAS, This agreement will provide funds for services for Economic Development to implement certain components to be performed by the Memphis Regional Chamber; and

WHEREAS, Cost for this service (\$350,000.00) will be equally shared by the City of Memphis and Shelby County.

NOW, THEREFORE BE IT RESOLVED BY THE BOARD OF COMMISSIONERS OF SHELBY COUNTY, TENNESSEE, That the agreement between Shelby County Government and the Memphis Regional Chamber for the purpose as outlined in the attached Scope of Services (Attachment A) is hereby approved contingent on execution by the City of Memphis.

BE IT FURTHER RESOLVED, That the County Mayor is hereby authorized to execute the agreement for the aforementioned services on behalf of Shelby County Government, a copy of which is on file in the Purchasing Department.

BE IT FURTHER RESOLVED, That funds in the amounts of \$175,000.00 are hereby appropriated from account number 875-270605-6665 of the FY 2009-2010 Shelby County Operating Budget for the purposes of said contract.

BE IT FURTHER RESOLVED, That the County's obligation pursuant to said Contract shall not exceed amounts appropriated for the same in this or future fiscal years by the Board of County Commissioners.

BE IT FURTHER RESOLVED, That the County Mayor and the Director of Administration and Finance are authorized to issue warrant or warrants in an amount not to exceed \$175,000 to the Memphis Regional Chamber and to take proper credit in their accounting thereof.

A C Wharton, Jr.
County Mayor

Date: _____

ATTEST:

Clerk of County Commission

ADOPTED _____

ATTACHMENT "A"
SCOPE OF SERVICES
PROVIDED BY THE GREATER MEMPHIS CHAMBER
FOR the CITY OF MEMPHIS and SHELBY COUNTY, TENNESSEE

Task 1.0 -- Economic Development

- 1.1 Attract companies to locate new facilities in Memphis/Shelby County by promoting the area through advertising and trade shows/conferences, and maintaining a research and project sales team to work with prospects.
- 1.2 Promote the retention & expansion of existing firms by coordinating the Existing Business Team outreach effort and providing assistance with business development opportunities.
- 1.3 Operate an International Business Council to pursue foreign direct investment opportunities for Memphis/Shelby County, assist local companies export to global markets, and raise the image of Memphis as a center for international trade.

Task 2.0 -- Community Revitalization/Sustainable Shelby

- 2.1 Enhance neighborhood revitalization strategies by providing organization and technical support to Community Development Corporation's and business associations in target areas, regarding forming business alliances, public safety, business development, infrastructure development, and related issues. Target areas include Memphis Airport Area Development Corporation service area; Southeast Industrial/Lamar Ave. corridors; Jackson Ave. (Buckeye, Schering Plough), and Austin Peay Highway (Raleigh).
- 2.2 Provide business liaison to City/County community development initiatives and redevelopment projects as requested
- 2.3 Provide staff support for Airport West/Graceland Redevelopment Plans.

Task 3.0 -- Workforce Development

- 3.1 In partnership with City of Memphis expand the Memphis Youth Leadership Program to 200 participants (from 150 in 2009). The Chamber's role is to attract additional businesses worksites and financial support, monitor the worksites and coordinate the activities of all participants.
- 3.2 Facilitate workforce development in targeted sectors, starting with Transportation, Distribution and Logistics (TDL). The Chamber has secured funding to create a TDL curriculum and is now working with Memphis City Schools and local community colleges -- and ultimately businesses -- to create a pipeline of students that are hired by local companies. During 2010 investigate feasibility of adding a similar pipeline for the advanced manufacturing sector.

Task 4.0 -- Quarterly Grant Administration & Reporting

- 4.1 Chamber will provide quarterly updates on the status of the scope of services to the City of Memphis and Shelby County.